

East County Office  
2916 Jamacha Road  
El Cajon, CA 92019  
(619) 670-6011

October 7, 1992

RECEIVED

OCT 15 1992



RECEIVED

OCT 15 1992

Office of the Secretary  
Federal Communications Commission  
1919 M Street, N.W.  
Washington, D.C. 20554

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

Re: Docket No. 92-90, Telephone Consumer Protection Act of 1991

Dear Mr. Secretary,

I am a real estate professional in the city of San Diego, state of California, and I am writing you this letter to give you some insight on the importance of "Cold-Calling" or person-to-person solicitations and the impact it would have on my business and in our industry if this particular type of prospecting was stopped or restricted.

As a real estate professional I depend on telephone prospecting to make my business prosperous. It is a very important and productive way to prospect for new clients, which makes up 35% of my business. I have spent many dollars in educating myself on this subject and feel very strongly on how this system of prospecting gives direct and immediate results. I know that most other people in my profession feel the way I do.

My family and I depend on my business and I cannot let them down. I do not, and will not support any legislation that will directly hurt my business. I also cannot support anyone or group that is responsible or in favor of this regulation.

Thank you for your valuable time.

Sincerely,

McMillin Realty

MEMBER

PHH Homequity Relocation Service

San Diego Board of REALTORS®, Carlsbad Board of REALTORS®, Coronado Board of REALTORS®, East San Diego Board of REALTORS®,  
La Jolla Real Estate Brokers Association, Point Loma/Ocean Beach Realty Association, San Diego Board of REALTORS®, Rancho-Temecula-Murrieta Board of REALTORS®,  
Multiple Listing Service, California Association of Realtors, National Association of Realtors

**COLDWELL  
BANKER**

MOUNTAIN GALLERY,  
REALTORS®

RECEIVED

OCT 15 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

42153 BIG BEAR BLVD.  
P.O. BOX 6820  
BIG BEAR LAKE, CA 92315  
BUS. (714) 866-3481  
FAX (714) 866-3531  
RES. (714) 585-7990

RECEIVED

OCT 15 1992

MAIL BRANCH

ART CUMMINGS  
REALTOR-ASSOCIATE\*

October 10, 1992

Office of the Secretary  
Federal Communications Commission  
ATTEN: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

To Whom it May Concern:

I have been advised that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitation to residential homes. I wanted to take this opportunity to express my concerns to you regarding this issue.

I am in the real estate business and I live and work in a mountain area called Big Bear Lake. Big Bear is a four season resort community. A majority of homes are vacation homes for people who live in other areas. "Cold" calling is an essential business tool that we use to it's full advantage to provide our services. A large portion of our business transactions are done by telephone and mail.

I urge you to abolish Docket No. 92-90. Thank you.

Respectfully,

  
Arthur M. Cummings

East County Office  
2916 Jamacha Road  
El Cajon, CA 92019  
(619) 670-6011

RECEIVED

OCT 15 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

RECEIVED

OCT 15 1992

 **McMillin Realty**  
A CORKY McMILLIN COMPANY

October 7, 1992

MAIL BRANCH

Office of the Secretary  
Federal Communications Commission  
1919 M Street, N.W.  
Washington, D.C. 20554

Re: Docket No. 92-90, Telephone Consumer Protection Act of 1991

Dear Mr. Secretary,

I am a real estate professional in the city of San Diego, state of California, and I am writing you this letter to give you some insight on the importance of "Cold-Calling" or person-to-person solicitations and the impact it would have on my business and in our industry if this particular type of prospecting was stopped or restricted.

As a real estate professional I depend on telephone prospecting to make my business prosperous. It is a very important and productive way to prospect for new clients, which makes up 35% of my business. I have spent many dollars in educating myself on this subject and feel very strongly on how this system of prospecting gives direct and immediate results. I know that most other people in my profession feel the way I do.

My family and I depend on my business and I cannot let them down. I do not, and will not support any legislation that will directly hurt my business. I also cannot support anyone or group that is responsible or in favor of this regulation.

Thank you for your valuable time.

Sincerely,

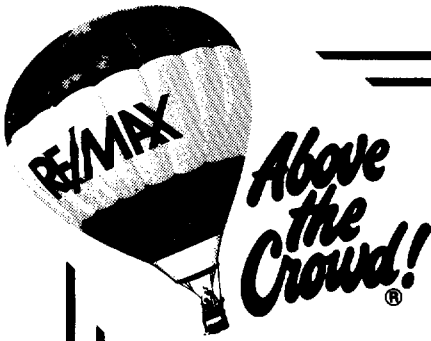
*Naomi Parson*

McMillin Realty

MEMBER

PHH Homequity Relocation Service

San Diego Board of REALTORS®, Carlsbad Board of REALTORS®, Coronado Board of REALTORS®, East San Diego Board of REALTORS®  
La Jolla Real Estate Brokers Association, Point Loma/Ocean Beach Realty Association, San Diego Board of REALTORS®, Rancho-Temecula-Murrieta Board of REALTORS®  
Multiple Listing Service, California Association of Realtors, National Association of Realtors



marty mandell

RECEIVED

OCT 15 1992

MAIL BRANCH

RECEIVED

OCT 15 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

October 13, 1992

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

Re: Docket No. 92-90; Telephone Consumer Protection  
Act of 1991

Dear Secretary:

The opportunity to solicit person to person among residential homes is essential to my business. Please do not restrict my right to do so in any way.

Certainly, restricting my business and the business of 100,000 other realtors would not help our overall economic situation. Thank you for your attention to this matter.

Yours truly,

Martin J. Mandell

MJM/lc

**RE/MAX** of princeton  
600 alexander road  
princeton, new jersey 08540  
(908) 297-0054



each office independently owned and operated

*Lee - please call me soon or now*

RECEIVED

*Thanks,* OCT 15 1992  
*jyc*FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

## Critical Issues

Most of us are looking for ways to prospect faster and make our time more productive. One of the things we've discovered is cold calling on the telephone. It seems that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitations to residential homes. Each of us needs to make sure that this legislation is not passed. NAR is suggesting AND THIS IS CRITICAL that each of us write a letter to:

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

---immediately---telling them how important "cold" calling is to your business in particular and the residential real estate industry in general. Also, it's important that you refer to Docket No. 92-90, Telephone Consumer Protection Act of 1991."

Let's all get on this right away. And, be sure to have at least two more people in your office mail separate letters.

Okay, that's it for September, see you soon.....

Mike

RECEIVED

OCT 15 1992

MAIL BRANCH

sent by Roy A. Ballard  
Real Estate  
Coldwell Banker Hunter Realty

TRANSACTION REPORT

ACI:1111

SENDER

PAGES

NOTE

11/11/11

1

01